

AFIRUM PROJECT QUESTIONNAIRE

Background and Performance

1.1	What is the nature of the enterprise? (e.g. bakery or slaughterhouse). _____
1.2	What percentage of the enterprise is privately owned?
1.3	What percentage, if any, do foreign investors own?
1.4	How many people does your enterprise currently employ? _____
1.5	How many people did your enterprise employ three years ago? _____
1.6	What was the turnover of the enterprise in the last financial year? _____ USD
1.7	What was the turnover of the enterprise three years ago? _____ USD
1.8	What is the enterprise's market share? _____%
1.9	What was the enterprise's market share three years ago? _____%

Supply Chain Structure

2.1	Approximately how many suppliers of agricultural raw materials do you currently deal with? _____
2.2	How has the number of agricultural suppliers changed over the last three years? _____ + or -
2.3	How frequently on average do you deal with the suppliers of the main agricultural commodity used ? _____ per month
2.4	What is the average value of a purchase from the supplier of the main agricultural commodity used? _____
2.5	Do you own or rent any agricultural land? Yes _____ No _____ If yes, how many hectares owned _____ how many hectares rented _____
2.6	If livestock processors, what percentage of animals slaughtered come from own farms? _____%
2.7	Approximately how many buyers of your produce do you currently deal with?
2.8	How frequently on average do you deal with buyers ? _____ times a year
2.9	What is the average value of a sale to one of your buyers? _____
2.10	Does the enterprise own any other enterprises related to your existing business? (second stage processors, wholesalers, retail outlets) Yes or no second stage processors _____ Wholesalers _____ Retail outlets _____

Contracts

3.1	What percentage, if any, of your agricultural raw materials bought using contracts? written contracts _____ oral _____ informal _____ none _____ (if none go to section 4)
3.2	As part of your contracts with suppliers do you provide any of the following? Credit _____ Agricultural inputs _____ Technical assistance _____
3.3	What percentage of contracts are not realised by suppliers? _____%
3.4	What percentage of contracts are not realised by buyers? _____%
3.5	What percentage of your purchases are based on fixed price agreements? _____%
3.6	What percentage of your sales are based on fixed price agreements? _____%

Terms and Conditions

4.1	Are you ever required to pay a penalty if your products fail to meet a quality standard specified by a buyer ? If yes, what percentage of sales have a specified quality standard _____% and on what percentage of occasions have you been required to pay a penalty? _____%
4.2	Have you ever paid a supplier a premium for supplying a product at a given standard? If yes, on what percentage of purchases have you specified a quality standard _____%
4.3	What is the average number of days credit you offer buyers ?
4.4	What is the average number of days credit offered to you by suppliers ?

Markets

5.1	What percentage of your final value of goods do you supply to: To domestic markets _____% To other countries in Central and Eastern Europe _____% To EU countries _____% To the rest of the world _____%
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Business Environment

6.1	How do you rate the following potential problems as being important to the performance of YOUR business	No Problem	Slight Problem	Fair	Major Problem	Most important
	(i) Exchange rate instability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(ii) Inflation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(iii) The level of interest rates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(iv) Access to credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(v) Activities of gangsters and organised crime	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(vi) Taxation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(vii) Problems of procuring raw materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(viii) Your company having high levels of debt	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(ix) Late payment by customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(x) Enforcement of bankruptcy laws	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(xi) Other problem (please state) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6.2	How satisfied are you with the following	Very unsatisfied	Unsatisfied	Neither	Satisfied	Very satisfied
	(i) the quality of agricultural products you buy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(ii) the reliability of suppliers to deliver on time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(iii) the fulfilment of contracts by suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	(iv) the availability of agricultural raw materials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Public Sector / Institutional Support

7.1	Have you used any of the following bodies for training, finance or advice?	Training	Finance	Advice
	Bank	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Microcredit organisation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Family / Friends	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Other company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Government	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Other (please state) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

What are the enterprise's future plans / Any other comments?
